



FOR IMMEDIATE RELEASE

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Results for the Quarter Ended December 31, 2002 under US GAAP

WIPRO RECORDS 26% GROWTH IN REVENUE AND NET INCOME OF RS. 2.19 BILLION, 4% DECLINE

Bangalore, India and Mountain View, California – January 17, 2003-- Wipro Limited (NYSE:WIT) today announced financial results under US GAAP for its third fiscal quarter ended December 31, 2002.

Highlights:

- Net Income for the quarter was Rs. 2.19 billion (\$46 million), a decrease of 4% compared to the corresponding period last year. Revenue for the quarter was Rs. 10.87 billion (\$226 million), an increase of 26% over the same period last year.
- Net Income¹ for the nine month period ended December 31, 2002 was Rs. 6.4 billion (\$134 million), an increase of 2% over the same period last year. Revenue for the same nine month period was Rs. 30.6 billion (\$637 million), an increase of 25% over the same period last year.
- Global IT Services Revenue for the quarter increased 23%, at Rs. 7.4 billion (\$154 million), over the same period last year.
- Global IT Services Earnings Before Interest and Tax (EBIT) for the quarter grew 3% over the same period last year.
- 63% of Global IT Service Revenue for the quarter came from North America, 31% from Europe and 6% from Japan.
- 24 new customers added in Global IT Services during the quarter, including five that are on the Fortune 1000 list.
- Rs. 2.7 billion (\$56 million) cash generated from continuing operations for the quarter and Rs. 6.4 billion (\$134 million) for the nine-month ended December 31, 2002.
- Wipro Spectramind, our IT Enabled Services business, recorded Revenue of Rs. 540 million (\$11.3 million) and EBIT of Rs. 100 million (\$2 million) for the quarter ended December 31, 2002.

Acquisitions:

- Completed the acquisition of the remaining outstanding shares of Wipro Spectramind Services Ltd.
- Closed the acquisition of the Global Energy practice of AMS, Inc. The financial results from this practice will be consolidated beginning with our results for the quarter ending March 31, 2003.
- Entered into definitive agreements to purchase the assets related to the two Research & Development centers of Ericsson India Pvt Ltd at Bangalore and Hyderabad and the Research & Development center of EHPT India Pvt Ltd at Delhi. Employment offers made to 291 employees currently employed in these three centers. The transaction is expected to close in January, 2003. Concurrently, Ericsson AB has signed an agreement for purchase of consultancy services from Wipro for an amount of \$17 million up to calendar year 2004.
- Acquired a 40% equity share of Wipro Healthcare Information Technologies Ltd. (formerly GE Medical Systems Information Technologies Ltd.) held by Citadel Healthcare Ltd. for Rs. 97 million (\$2 million). Upon closing, Wipro Healthcare Information Technologies Ltd. will be a wholly-owned subsidiary.

¹ Excluding a loss (net of tax) of Rs. 404 million (\$8 million) pertaining to our discontinued ISP business which includes a loss from operations (net of tax) of Rs. 115 million (\$2 million) and a loss on write off of assets of Rs. 289 million (\$6 million) of the discontinued business. Net Income, net of the charge for the discontinued business, was Rs. 6.0 billion (\$125 million).

Outlook for the Quarter ending March 31, 2003:

Azim Premji, Chairman of Wipro commenting on the results for the quarter said "We see sustained volume growth with prices stabilizing in IT services and growing volumes and with intense price competition in the IT Enabled services. Our 10% sequential revenue growth in Global IT services business was the result of an 8% volume growth and a 2% increase in price realizations. In the IT Enabled services segment, intense price competition resulted in Revenues of \$11.6 million for the quarter ended December 31, 2002 against our estimate of approximately \$12.5 million. Enhanced operational efficiency contributed to a 10% increase in Operating Margin to Revenue of 18%, negating the 4% decline in price realization that we saw during the quarter in this segment.

For the quarter ended March 2003, we estimate the Revenue in our Global IT Services business to be approximately \$162 million, in Wipro Spectramind to be approximately \$12 million and in Wipro HealthScience at approximately \$2.5 million."

Vivek Paul, Vice Chairman and CEO of Wipro Technologies, our Global IT Services business said "Our Enterprise business which contributes 62% of our IT Services Revenue grew sequentially by 14%, reflecting the strong value proposition of domain based business solutions to our clients. Our Technology business grew 4% sequentially reflecting our technical depth and commitment to our Technology customers who continue to experience economic and business pressure.

In the environment of intense price pressure in IT enabled services space, our operational excellence and experience continues to provide us with a compelling competitive advantage."

Wipro Limited:

Total Revenues for the nine months ended December 31, 2002, were Rs. 30.6 billion (\$637 million), representing a 25% increase over the corresponding period in the last year. Income from continuing operations for the nine months ended December 31, 2002 was Rs. 6.4 billion (\$134 million), representing an increase of 2% over income from continuing operations for the same period last year. Earnings Per Share from continuing operations was Rs. 27.72 (\$0.58) for the nine months ended December 31, 2002, representing an increase of 2% over the Earnings Per Share of Rs. 27.13, for the corresponding period last year. Net Income for the nine months ended December 31, 2002, net of the charge related to the discontinuation of our ISP Access business unit was Rs. 6.0 billion (\$125 million).

Total Revenue for the quarter ended December 31, 2002, was Rs. 10.87 billion (\$226 million), representing a 26% increase over the corresponding period in the last year. Net Income at Rs. 2.19 billion (\$46 million), representing a 4% decline over Net Income for the same period last year. Earnings Per Share from continuing operations was Rs. 9.47 (\$0.20) for the quarter ended December 31, 2002, representing a 5% decrease over the Earnings Per Share of Rs. 9.93 for the corresponding period last year.

Global IT Services (68% of Revenues and 89% of Operating Income for quarter ended December 31, 2002)

Wipro's Global IT Services business segment recorded Revenue of Rs. 7.4 billion (\$155 million) for the quarter ended December 31, 2002, representing an increase of 23% over the same period last year. EBIT was Rs. 2.1 billion (\$44 million) for the quarter ended December 31, 2002, representing an increase of 3% over EBIT for the corresponding period last year.

Operating Margin to Revenue for the quarter ended December 31, 2002 was 28.3%. This represents a decline of 6% from the quarter ended December 31, 2001 and a decline of 1% from the quarter ended September 30, 2002. For the quarter ended December 31, 2002, an increase in IT professional utilization of 6% was offset by a decrease in price realizations of 9.4% for Offshore projects and 7.7% for Onsite projects, as compared to the quarter ended December 31, 2001. Price realization was flat for Offshore projects and increased 2.5% for Onsite projects from the prior quarter. IT professional utilization declined 2% as compared to the quarter ended September 30, 2002.

For the quarter ended December 31, 2002, the R&D Services business unit, consisting of the Embedded Systems & Internet Access Devices practice (15% of Revenue), the Telecom & Inter-networking practice (16% of Revenue) and the Telecom & Internet Service Providers practice (7% of Revenue), contributed 38% of Global IT Services Revenue, representing a decline of 13% from the corresponding period in the previous year. The Enterprise Solutions unit contributed 62% of Global IT Services Revenue. The Technology Infrastructure horizontal contributed 8% of Global IT Services Revenue across R&D and Enterprise solutions. The proportion of Global IT Services Revenues from North America increased from 51% for the quarter ended December 31, 2001, to 63% for the quarter ended December 31, 2002. Accordingly, the proportion of Global IT Services Revenue from Europe declined to 31% from 42% for the corresponding periods. Japan contributed 6% for the quarter ended December 31, 2002.

Our largest customer, top 5 and top 10 customers accounted for 9%, 26% and 40%, respectively, of our Global IT Services Revenue for the quarter ended December 31, 2002, as compared to 15%, 34% and 46% of our Global IT Services Revenue for the quarter ended December 31, 2001. Twenty-four new clients were added in the quarter ended December 31, 2002, of which 5 customers are represented on the Fortune 1000 companies list. New customers added in current fiscal year contributed 11% of Revenue for the quarter ended December 31, 2002.

Customers with an annual Revenue run rate of \$1 million and above increased to 99 in the quarter ended December 31, 2002, up from 85 in the quarter ended December 31, 2001. Customers with an annual Revenue run rate of \$5 million and above increased to 27 in the quarter ended December 31, 2002, up from 21 in the quarter ended December 31, 2001.

Offshore Revenue for the quarter was 47% of services Revenue, up from 44% as for the quarter ended December 31, 2001. Fixed Price projects were at 36% of the Revenue for the quarter, up from 33% for the quarter ended December 2001.

We had 12,602 employees as of December 31, 2002, which represents an increase of 1,304 employees from September 30, 2002.

IT Enabled Services (5% of Revenue and 4% of Operating Income for quarter ended December 31, 2002)

Wipro's IT Enabled Services business segment (Wipro Spectramind) recorded Revenue of Rs. 556 million (\$11.6 million) for the quarter ended December 31, 2002. EBIT for the quarter ended December 31, 2002 was Rs. 100 million (\$2 million). EBIT includes acquisition related charges of Rs. 45 million (\$1 million) from the amortization of intangibles. EBIT margin for the quarter ended December 31, 2002 at 18%.

During the quarter, Wipro Spectramind signed Letter of Intent with 4 new customers. The number of active clients during the quarter was 9 as compared to 8 for the quarter ended September 30, 2002. Total employees in this business segment were 3884 as of December 31, 2002, representing an increase of 686 employees from September 30, 2002.

India and Asia Pac IT Services and Products (16% of Revenue and 2% of Operating Income for quarter ended December 31, 2002)

Wipro's India and Asia Pac Services and Products business segment (Wipro Infotech) recorded Revenue of Rs. 1.7 billion (\$35 million) for the quarter ended December 31, 2002, representing an increase of 13% over the quarter ended December 31, 2001. EBIT for the quarter ended December 31, 2002, was Rs.56 million (\$1 million), representing a decrease of 50% over the quarter ended December 31, 2001. This decrease was primarily attributable to a reduction in gross margin on traded products and an increase in Selling, General and Administrative expenses due to investments for market development in Asia Pac and for consulting business, compared to the quarter ended December 31, 2001.

Operating Margin for the quarter ended December 31, 2002 at 3%, represented a decline of 4% compared to the quarter ended December 31, 2001. Return on Capital Employed was 34% for the nine months ended December 31, 2002, compared to 52% for the nine months ended December 31, 2001.

Consumer Care & Lighting (7% of Revenue and 4% of Operating Income for quarter ended December 31, 2002)

Wipro's Consumer Care & Lighting business segment recorded Revenue of Rs. 740 million (\$15 million) for the quarter ended December 31, 2002, representing a marginal increase over Revenue of Rs. 738 million for the quarter ended December 31, 2001. EBIT was Rs. 84 million (\$2 million) for the quarter ended December 31, 2002, representing a 16% decrease over EBIT of Rs. 100 million for the quarter ended December 31, 2001. Return on Capital Employed (ROCE) was 66% for the nine-months ended December 31, 2002, compared to 60% for the nine-months ended December 31, 2001.

Wipro Healthcare and Life Science (2% of Revenue and 0% of Operating Income for quarter ended December 31, 2002)

Wipro Healthcare and Life Science business segment (Wipro HealthScience), recorded Revenue of Rs. 250 million (\$5 million) for the quarter ended December 31, 2002. Loss before Interest and Tax for the same period was Rs. 12 million (\$0.3 million).

IT-related services provided accounted for 38% of Revenue, and Revenue from Wipro Healthcare Information Technologies Ltd. accounted for 10% of Revenue. Products and services sold in the Indian market through the Wipro Biomed division accounted for 52% of Revenue.

Wipro Limited results for the quarter ended December 31, 2002, computed under the Indian GAAP and condensed financial statements as per US GAAP are available in the Investor Relations section of our website at www.wipro.com.

Quarterly Conference call

Wipro will hold conference calls today at 11:45 AM Indian Standard Time (1:15 AM Eastern Time) and at 7:00 PM Indian Standard Time (8:30 AM Eastern) to discuss the company's performance for the quarter and answer questions sent to email ID: Lakshminarayana.lan@wipro.com. An audio recording of the management discussions and the question and answer session will be available online and will be accessible in the Investor Relations section of the company website at www.wipro.com shortly after the live broadcast.

About Wipro Limited

Wipro provides comprehensive IT solutions and services, including systems integration, information systems outsourcing, IT enabled services, package implementation, software application development and maintenance, and research and development services to corporations globally. Wipro Limited is the first P CMM Level 5 and SEI CMM Level 5 certified IT Services company globally.

In the Indian market, Wipro is a leader in providing IT solutions and services for the corporate segment in India offering system integration, network integration, software solutions and IT services. In the Asia Pacific and Middle East markets, Wipro provides IT solutions and services for global corporations. Wipro also has profitable presence in niche market segments of consumer products and lighting.

Wipro's ADSs are listed on the New York Stock Exchange, and its equity shares are listed in India on the Stock Exchange - Mumbai, and the National Stock Exchange, among others.

For more information, please visit our websites at www.wipro.com, www.wipro.co.in and www.wiprocorporate.com.

Forward-looking and cautionary statements

Certain statements in this release concerning our future growth prospects and our ability to successfully complete and integrate potential acquisitions are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding our ability to integrate and manage acquired IT professionals, our ability to integrate acquired assets in a cost effective and timely manner, fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, , liability for damages on our service contracts, the success of the companies in which Wipro has made strategic investments, withdrawal of fiscal governmental incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. Additional risks that could affect our future operating results are more fully described in our filings with the United States Securities and Exchange Commission. These filings are available at www.sec.gov. Wipro may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with the Securities and Exchange Commission and our reports to shareholders. Wipro does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

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(tables to follow)

WIPRO LIMITED
CONSOLIDATED STATEMENTS OF INCOME
(in millions, except per share data)

	Three Months Ended December 31			Nine Months Ended December 31		
	2001	2002	2002 Convenience translation into US\$	2001	2002	2002 Convenience translation into US\$
Revenues :						
Global IT Services and Products						
Services	Rs. 5,513	Rs. 7,379	\$ 154	Rs. 15,780	Rs. 20,326	\$ 423
Products.....	493	-	-	900	80	2
IT Enabled Services.....	-	540	11	-	950	20
India and AsiaPac IT Services and Products						
Services	401	564	12	1,380	1,585	33
Products	1,089	1,125	23	3,203	4,041	84
Consumer Care and Lighting.....	738	739	15	2,206	2,175	45
HealthScience.....						
Services	59	150	3	181	319	7
Products.....	111	100	2	295	346	7
Others.....	198	274	6	482	752	16
Total.....	8,602	10,871	226	24,427	30,574	637
Cost of Revenues:						
Global IT Services and Products						
Services	2,927	4,334	90	8,438	11,825	246
Products.....	468	-	-	826	76	2
IT Enabled Services.....	-	333	7	-	594	12
India and AsiaPac IT Services and Products						
Services	260	290	6	904	820	17
Products	914	1,030	21	2,623	3,629	76
Consumer Care and Lighting.....	516	521	11	1,551	1,489	31
HealthScience.....						
Services	37	76	2	109	170	4
Products.....	74	80	2	199	259	5
Others.....	172	191	4	418	555	12
Total.....	5,368	6,855	143	15,068	19,417	405
Gross profit.....	3,234	4,016	84	9,359	11,157	232
Operating expenses :						
Selling, general, and administrative exp	(985)	(1,661)	(35)	(3,112)	(4,396)	(92)
Research and development expenses...	(42)	(42)	(1)	(109)	(120)	(2)
Amortization of goodwill.....	(42)	-	-	(130)	-	-
Amortization of intangible assets.....	-	(48)	(1)	-	(95)	(2)
Foreign exchange gains, net.	6	82	2	173	321	7
Others, net.....	2	12	-	16	81	2
Operating Income.....	2,173	2,359	49	6,197	6,948	145
Other income, net	269	234	5	626	626	13
Income taxes.....	(232)	(337)	(7)	(691)	(877)	(18)
Income before share of equity in earnings / (losses) of affiliates, and minority interest	2,210	2,256	47	6,132	6,697	140
Equity in earnings / (losses) of affiliates	84	(48)	(1)	139	(259)	(5)
Minority interest.....	-	(18)	-	-	(30)	(1)
Income from continuing operations.....	2,294	2,190	46	6,271	6,408	134
Discontinued operations:						
Loss from operations of discontinued corporate Internet services division (including loss on disposal of Rs. 246 for the nine months ended December 31, 2002 and gain on disposal of Rs. 3 for the three months ended December 31, 2002)	(44)	(12)	(1)	(88)	(563)	(12)
Income tax benefit	16	3	-	31	159	3
Net income	Rs. 2,266	Rs. 2,181	\$ 45	Rs. 6,214	Rs. 6,004	\$ 125
Earnings per equity share: Basic						
Continuing Operations.....	9.93	9.47	0.20	27.13	27.72	0.58
Discontinued operations.....	(0.12)	(0.04)	-	(0.24)	(1.75)	(0.04)
Net income.....	9.81	9.43	0.20	26.89	25.97	0.54
Earnings per equity share: Diluted						
Continuing operations.....	9.91	9.45	0.20	27.10	27.68	0.58
Discontinued Operations.....	(0.12)	(0.04)	-	(0.24)	(1.75)	(0.04)
Net Income.....	9.79	9.41	0.20	26.86	25.93	0.54

Additional Information
Operating Income

Global IT Services & Products	Rs. 2,040	Rs. 2,105	\$ 44	Rs. 5,772	Rs. 6,185	\$ 129
IT Enabled Services	-	100	2	-	131	3
India & AsiaPac IT Services & Products	111	56	1	309	263	5
Consumer Care & Lighting	100	84	2	301	321	7
Healthcare & Life Sciences	13	(12)	-	50	(28)	(1)
Others	(1)	37	1	9	115	2
Reconciling Item	(90)	(12)	-	(244)	(39)	(1)
Total	Rs. 2,173	Rs. 2,358	\$ 49	Rs. 6,197	Rs. 6,948	\$ 145

WIPRO LIMITED
CONSOLIDATED BALANCE SHEETS
(in Millions, except share data and unless stated otherwise)

	As of December 31,		
	2001	2002	2002 Convenience translation into US\$
ASSETS			
Current assets:			
Cash and cash equivalents	Rs. 7,520	Rs. 13,794	\$ 287
Accounts receivable, net of allowances	5,069	6,864	143
Costs and earnings in excess of billings on contracts in progress	900	1,235	26
Inventories	1,462	1,463	30
Investment securities.....	4,729	530	11
Deferred income taxes.....	74	164	3
Property, plant and equipment held for sale.....	-	34	1
Other current assets	2,494	2,097	44
Total current assets	22,248	26,181	545
Investment securities	357	-	-
Property, plant and equipment, net	6,291	6,826	142
Investments in affiliates	855	631	13
Deferred income taxes	137	323	7
Intangible assets, net	-	390	8
Goodwill.....	700	4,069	85
Purchase price pending allocation.....	-	1,038	22
Other assets	746	923	19
Total assets.....	Rs. 31,334	Rs. 40,381	\$ 841
LIABILITIES AND STOCKHOLDERS' EQUITY			
Current liabilities:			
Borrowings from banks	Rs. 97	Rs. 61	\$ 1
Current portion of long term debt	136	82	2
Accounts Payable.....	1,826	1,763	37
Accrued expenses.....	2,525	3,313	69
Advances from customers.....	751	915	19
Deferred income taxes	14	-	-
Other current liabilities	516	637	13
Total current liabilities.....	5,865	6,771	141
Long-term debt, excluding current portion.....	30	10	-
Deferred income taxes	107	127	3
Other liabilities	66	82	2
Total liabilities.....	6,068	6,990	146
Minority interest.....	-	84	2
Stockholders' equity			
Equity shares at Rs. 2 par value: 375,000,000 shares authorized; Issued and outstanding: 232,439,524 and 232,547,145 shares as of December 31, 2001 and 2002.....	465	465	10
Additional paid-in capital	6,702	6,930	144
Deferred stock compensation	(25)	(75)	(2)
Accumulated other comprehensive income / (loss)	23	(2)	-
Retained earnings	18,101	25,989	541
Equity shares held by a controlled Trust: 1,315,085 and 1,302,410 shares as of December 31, 2001 and 2002.....	*	*	*
Total stockholders' equity.....	25,266	33,307	694
Total liabilities and stockholders' equity.....	Rs. 31,334	Rs. 40,381	\$ 841
	Rs. 77,000	Rs. 75,000	Rs. 75,000

* Equity shares held by a controlled trust